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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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1986 SALES FOR COMMERCIAL HEAT TREATERS OFF 1.4% FROM THE 1985 TOTAL

Total billings for calendar year 1986 amounted to $472.9 million, down from $479.6 million in 1985. Year-to-year comparisons for the past four years appear below:

1986	- 1.4%
1985	4.9%
1984	31.0%
1983	- 4.1%

Metal Treating Industry billings for December were $36.2 million, up 4.0% from the December 1985 figure of $34.8 million.

Two MTI districts experienced delcines from December 1985. For the year, four districts performed below 1985's billings total.

A summary of percentage change by geographic regions follows:

	District	Dec 86 vs. Dec 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	1.7	9.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.5	- 5.8
3	South Central (W.PA-OH-IN-KY)	9.6	4.7
4	Michigan	- 0.4	- 4.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	9.0	7.5
6	North Central (IL-WI-MN-MO-IA)	8.1	- 3.5
7	Pacific Coast (CA-AZ-ORE-WASH)	4.3	1.0
8	Southwest (TX-OK-AR-CO-LA-UT)	-15.1	-25.9
9	Canada	5.5	8.1

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1986

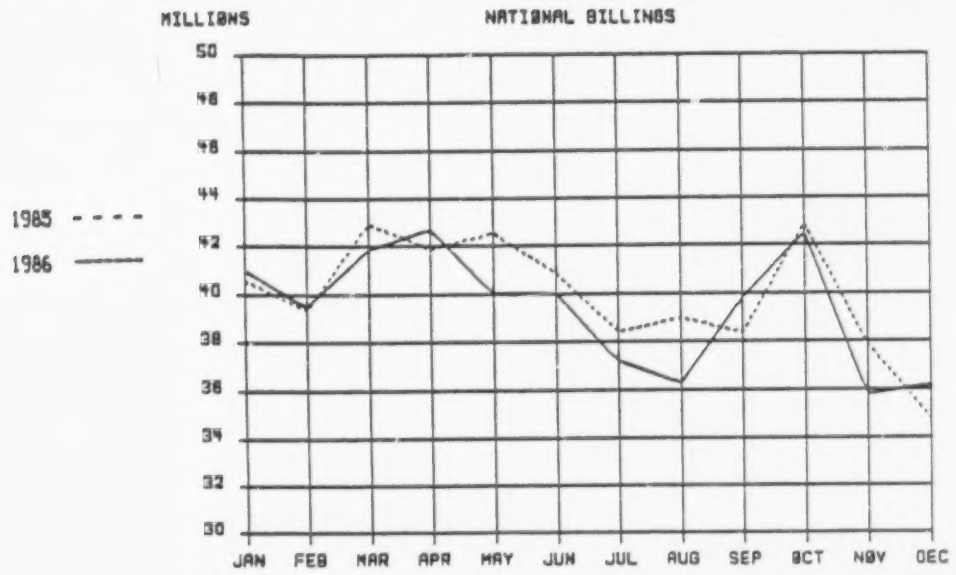
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	34789.4	36164.1	4.0	100.0	100.0
Dist. 1	17	2908.4	2958.7	1.7	8.4	8.2
Dist. 2	44	3846.7	3941.4	2.5	11.1	10.9
Dist. 3	60	6338.2	6945.2	9.6	18.2	19.2
Dist. 4	33	4754.2	4533.6	- 0.4	13.7	13.1
Dist. 5	23	1985.1	2164.7	9.0	5.7	6.0
Dist. 6	49	5714.6	6179.7	8.1	16.4	17.1
Dist. 7	41	4973.7	5189.3	4.3	14.3	14.3
Dist. 8	25	2190.8	1859.5	-15.1	6.3	5.1
Dist. 9	16	2077.8	2192.0	5.5	6.0	6.1
Foreign	11					

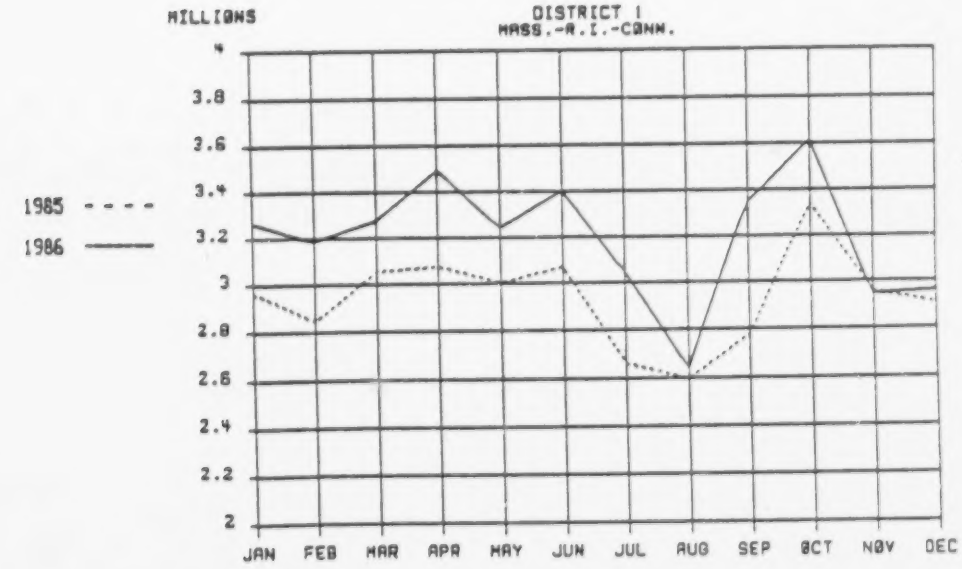
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	479600.5	472933.6	- 1.4	100.0	100.0
Dist. 1	35260.8	38432.2	9.0	7.4	8.1
Dist. 2	55195.0	51973.5	- 5.8	11.5	11.0
Dist. 3	85334.4	89316.0	4.7	17.8	18.9
Dist. 4	67884.5	64526.0	- 4.9	14.2	13.6
Dist. 5	25312.0	27218.1	7.5	5.3	5.8
Dist. 6	83823.4	80865.7	- 3.5	17.5	17.1
Dist. 7	66301.3	66989.8	1.0	13.8	14.2
Dist. 8	34618.7	25655.0	-25.9	7.2	5.4
Dist. 9	25870.5	27957.2	8.1	5.4	5.9

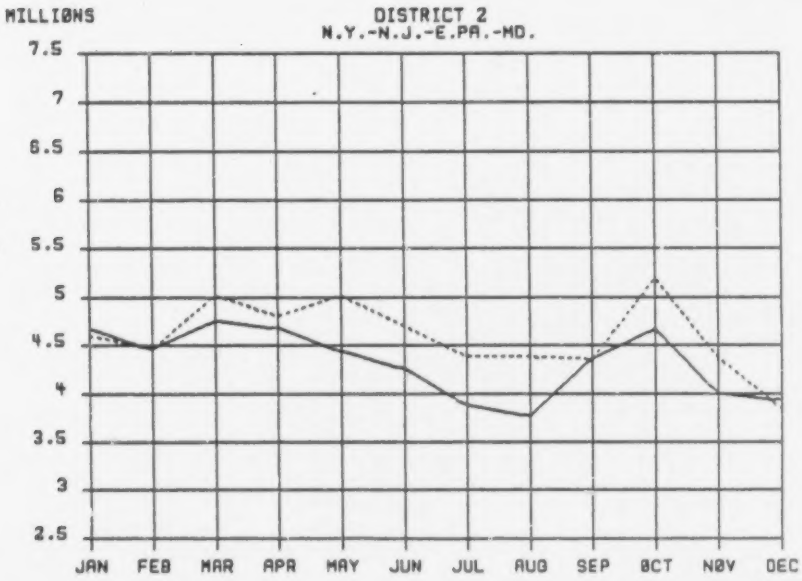
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



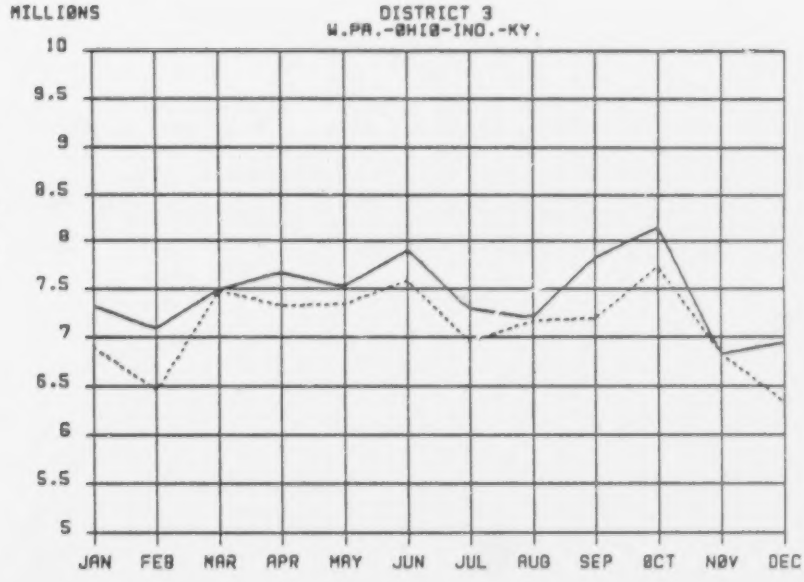
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.0	0.4	-2.6	1.9	-5.9	-2.1	-3.1	-6.9	3.8	-0.9	-5.5	4.0
% Change	Cumulative	1.0	0.7	-0.5	0.1	-1.1	-1.3	-1.5	-2.2	-1.5	-1.5	-1.8	-1.4



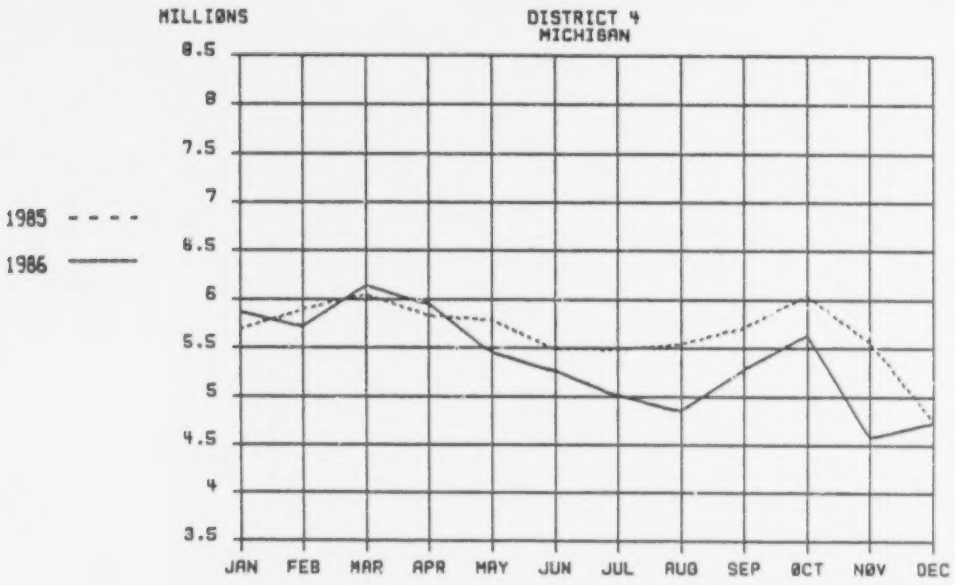
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	1.8	20.5	8.2	- 0.4	1.7
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8	11.0	10.7	9.6	9.0



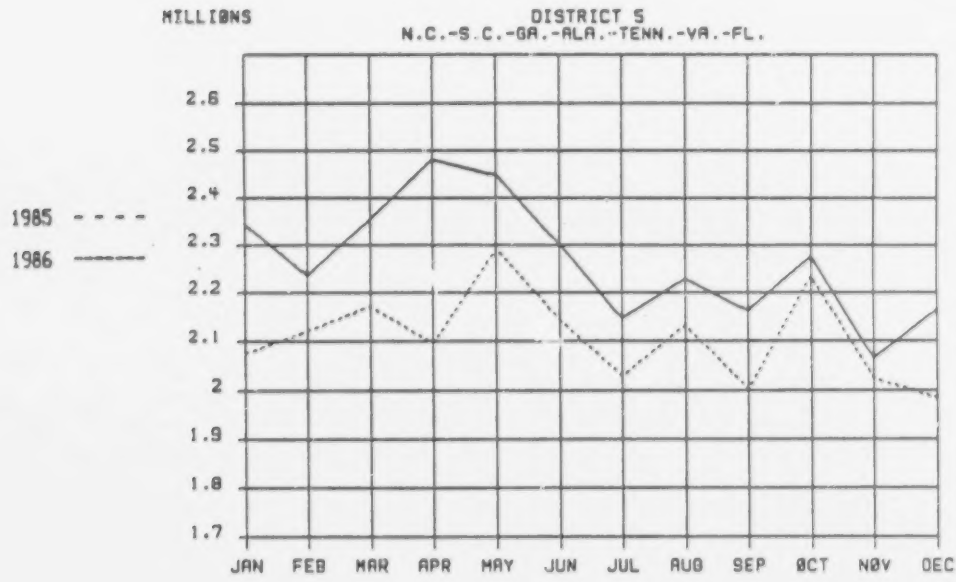
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8	0.2	-10.2	- 8.4	2.5
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5	- 5.8	- 6.3	- 6.5	-5.8



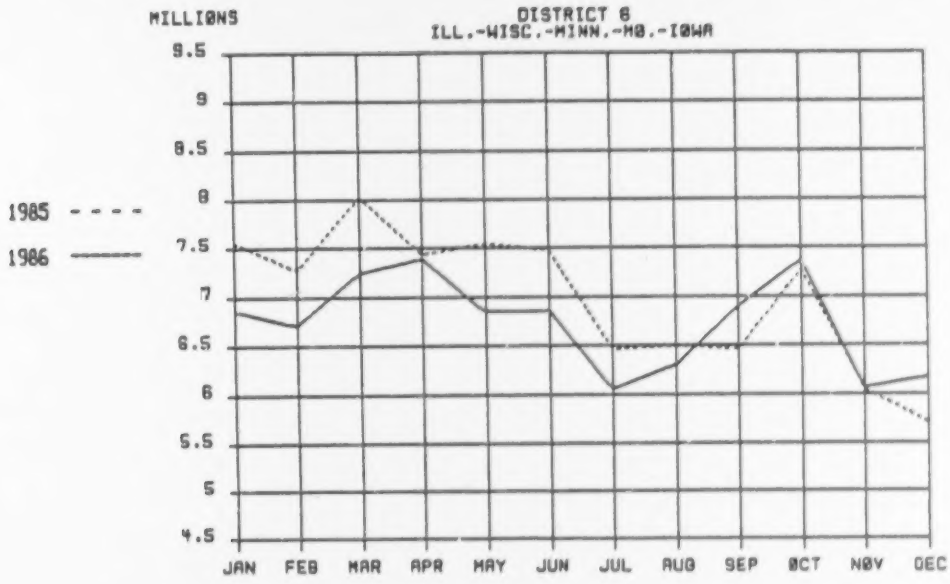
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	9.9	0.2	4.8	2.6	4.2	4.9	0.6	8.8	5.4	0.0	9.6
% Change	Cumulative	6.2	8.0	5.2	5.1	4.6	4.5	4.6	4.1	4.6	4.7	4.3	4.7



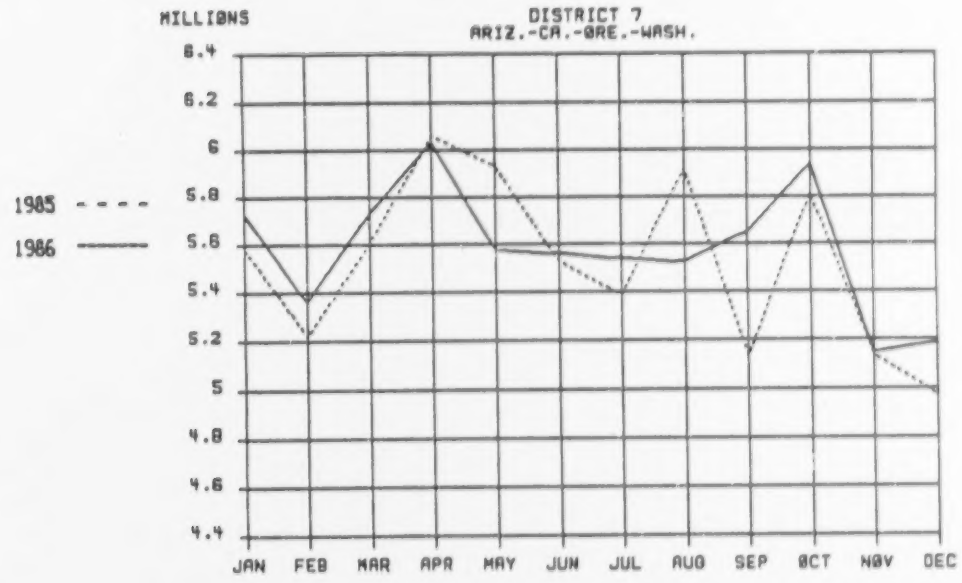
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.2	-3.0	1.4	2.2	-5.8	-4.1	-8.7	-12.4	- 7.6	- 6.8	-17.8	-0.4
% Change	Cumulative	3.2	0.1	0.5	0.9	-0.4	-1.0	-2.0	- 3.3	- 3.8	- 4.1	- 5.3	-4.9



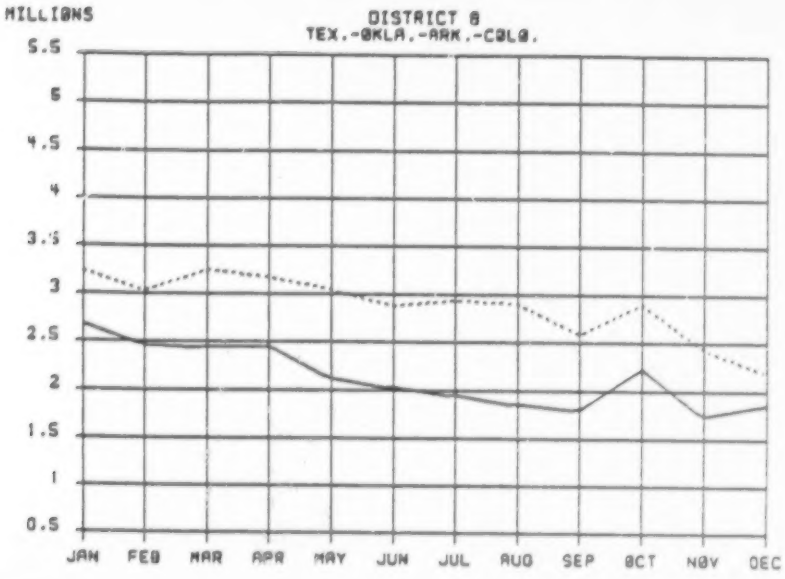
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5	8.0	1.9	2.0	9.0
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7	8.6	7.9	7.4	7.5



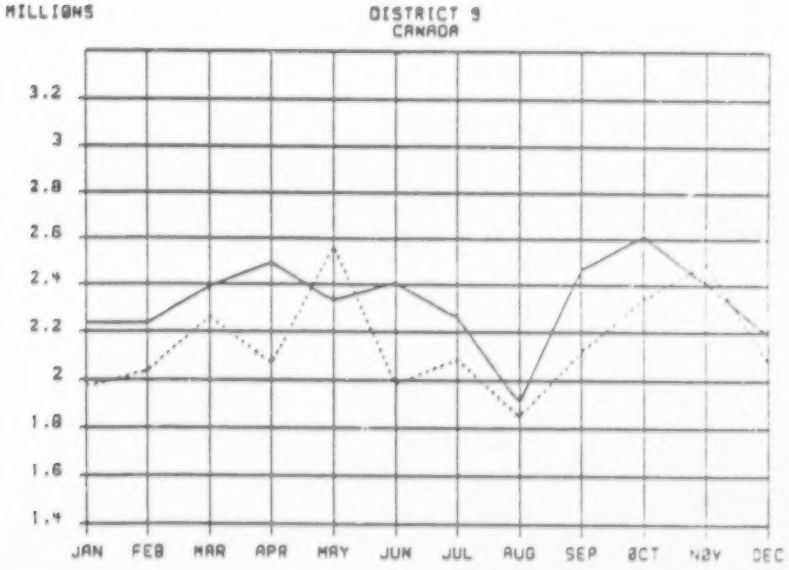
Gain or Loss % Change	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9	6.8	1.4	0.3	8.1
Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8	-5.5	-4.8	-4.4	-3.5



Gain or Loss % Change	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	2.6	2.7	2.2	-0.5	-6.0	0.6	2.8	-6.7	10.0	2.2	0.2	4.3
Cumulative	2.6	2.7	2.5	1.7	0.1	0.2	0.5	-0.4	0.7	0.8	0.8	1.0



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1	-30.2	-23.3	-28.4	-15.1
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5	-26.8	-26.5	-26.6	-25.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2	16.2	11.5	-3.2	5.5
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5	9.4	9.6	8.3	8.1